



CANNON BUILDING
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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| PUBLIC MEETING NOTICE: | REAL ESTATE EDUCATION COMMITTEE |
| MEETING DATE AND TIME: | Thursday August 6, 2009 at 9:30 a.m. |
| PLACE: | Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware |

AGENDA

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
 - Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
 - Credit Hours: 3
 - 4.2.3 Course Provider: Delaware Association of REALTORS
 - 4.2.3.1 Course Title: Green 101
 - Credit Hours: 3
 - 4.2.4 Course Provider: Sussex County Association of REALTORS
 - 4.2.4.1 Course Title: Increase Sales with Government Financing
 - Credit Hours: 3
 - 4.2.4.2 Course Title: Landlord Tenant Code
 - Credit Hours: 3
 - 4.2.4.3 Course Title: Mock Ethics Hearing
 - Credit Hours: 3
 - 4.2.4.4 Course Title: NAR Ethics
 - Credit Hours: 3

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| 4.2.4.5 | Course Title: | Professional Standards Training/NAR Ethics |
| | Credit Hours: | 3 |
| 4.2.4.6 | Course Title: | Rental Agents – The Road to Success Part I |
| | Credit Hours: | 3 |
| 4.2.4.7 | Course Title: | Rental Agents – The Road to Success Part II |
| | Credit Hours: | 3 |
| 4.2.4.8 | Course Title: | Septic Training |
| | Credit Hours: | 3 |
| 4.2.4.9 | Course Title: | The Road to Success Part I |
| | Credit Hours: | 3 |
| 4.2.4.10 | Course Title: | The Road to Success Part II |
| | Credit Hours: | 3 |
| 4.2.4.11 | Course Title: | Title Search |
| | Credit Hours: | 3 |
| 4.2.4.12 | Course Title: | CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests |
| | Credit Hours: | 6 |
| 4.2.4.13 | Course Title: | Pre-Licensing |
| | Credit Hours: | 99 |
| 4.2.4.14 | Course Title: | Legislative Update: Emerging Issues in Contract Law |
| | Credit Hours: | 3 |
| 4.2.4.15 | Course Title: | Legislative Update: Understanding Sussex County Government |
| | Credit Hours: | 3 |

4.2.5 Course Provider: Association of Realtors School

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| 4.2.5.1 | Course Title: | Basics of RE Investment for the Residential Agent |
| | Credit Hours: | 3.5 |
| 4.2.5.2 | Course Title: | Buyer Representation in Real Estate |
| | Credit Hours: | 3.5 |
| 4.2.5.3 | Course Title: | Certified Social Media Marketing Course |
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |

4.2.6 Course Provider: McKissock, LP

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| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |

- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3

4.3 Review of Instructor Applications

- 4.3.1 John Koval
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
 - Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
 - Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
 - Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
 - Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics
 - Broker's Course: Mathematics
- 4.3.8 William Ferreri
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
 - Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics

- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment
- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/ Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real Estate Ethics or Professional Standards/Agency Relationship - Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles

Credit Hours: 7

- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – September 3, 2009
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.